3/4/88 A8720-2

POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

OCTOBER-DECEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1987	1986	Change %	1987	1986	Change %	1987	1986	Change %
Beginning Inventory	1,057,889	1,461,997	-27.6%	147,947	348,518	-57.5%	1,205,836	1,810,515	-33.4%
(+) Production	2,082,893	2,023,671	2.9%	423,302	346,065	22.3%	2,506,195	2,369,736	5.8%
(-) Ending Inventory	1,251,312	1,693,794	-26.1%	160,182	406,745	-60.6%	1,411,494	2,100,539	-32.8%
(=) Total Disappearance	1,889,470	1,791,874	5.4%	411,067	287,838	42.8%	2,300,537	2,079,712	10.6%
(-) Exports	892,756	744,637	19.9%	113,416	156,203	-27.4%	1,006,172	900,840	11.7%
(=) Disappearance-Canada & United States	996,714	1,047,237	-4.8%	297,651	131,635	126.1%	1,294,365	1,178,872	9.8%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987	OCT-DEC 1986	MINE SITE	OFFSITE	1987	1986	1987	OCT-DEC 1986
MURIATE								
Special Standard	70,888	88,368	11,303	34,587	45,890	30,791	83,109	102,739
Standard	686,573	640,212	231,865	254,365	486,230	567,142	624,398	567,338
Chemical	16,256	20,244	3,330	4,054	7,384	8,855	21,660	17,922
Coarse	665,948	609,984	75,648	240,084	315,732	524,649	585,635	530,983
Granular	854,416	757,610	189,847	237,100	426,947	655,016	727,248	668,253
Soluble	151,785	200,293	23,556	64,601	88,157	236,628	190,905	130,286
Sulphates	60,329	53,025	27,773	13,381	41,154	77,458	67,581	62,191
TOTAL:	2,506,195	2,369,736	563,322	848,172	1,411,494	2,100,539	2,300,536	2,079,712

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		OCTOBER-DECEMBER	
	1987	OCT DEC 1986	1987	OCT-DEC 1986	1987	OCT-DEC 1986	1987	OCT-DEC 1986	1987	1986
MURIATE										
Special Std.	74	14	87,715	85,387	-	-	-	-	87,789	85,401
Standard	102,995	57,891	495,247	478,426	71,533	58,419	365	1,079	670,140	595,815
Chemical	-	201	-	-	22,768	22,377	1,590	593	24,358	23,171
Coarse	560,617	489,332	83,822	75,054	-	-	-	-	644,439	564,386
Granular	436,274	416,137	242,386	183,590	-	-	-	-	678,660	599,727
Soluble	77,280	68,351	37,595	33,093	30,009	29,466	33,779	21,056	178,663	151,966
Sulphates	39,473	29,220	23,602	22,562	2,339	2,753	71	-	65,485	54,535
TOTAL:	1,216,713	1,061,146	970,367	878,112	126,649	113,015	35,805	22,728	2,349,534	2,075,001

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER - DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	6,144	6,956	50,995	0	1,447	65,542
Brazil	11,776	30,902	104,175	0	557	147,410
Chile	10,685	0	0	0	0	10,685
China	169,508	0	0	0	0	169,508
Columbia	11,373	14,280	3,564	0	2,016	31,233
Costa Rica	6,006	0	1,256	0	612	7,874
Denmark	23,889	0	1,653	0	0	25,542
Dom. Republic	0	0	7,109	55	150	7,314
Guatemala	0	0	3,515	0	0	3,515
Guyana	668	0	867	0	0	1,535
Holland	3,490	0	12,511	0	0	16,001
Honduras	0	0	598	0	1	599
India	15,381	0	0	0	0	15,381
Indonesia	24,570	0	0	0	0	24,570
Jamaica	0	1,775	0	0	0	1,775
Japan	49,896	29,909	31,689	37,540	5,306	154,340
Korea	103,967	0	0	0	0	103,967
Malaysia	39,827	0	0	0	2,425	42,252
Martinique	0	0	2,645	0	0	2,645
Mexico	14,377	0	46	0	156	14,579
New Zealand	10,089	0	0	0	49	10,138
Norway	15,939	0	0	0	0	15,939
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	929	0	0	929
Peru	2,521	0	0	0	0	2,521
Philippines	9,180	0	0	0	0	9,180
Puerto Rico	330	0	0	0	11	341
Saudi Arabia	0	0	0	0	2,605	2,605
South Africa	4,828	0	0	0	0	4,828
Spain	0	0	4,428	0	0	4,428
Sri Lanka	9,036	0	0	0	0	9,036
Switzerland	29,256	0	9,376	0	0	38,632
Taiwan	10,226	0	0	0	0	10,226
Venezuela	0	0	7,030	0	0	7,030
TOTAL AG:	582,962	83,822	242,386	37,595	23,602	970,367
NON-AGRICULTURAL						
Italy	0	-	-	6,200	0	6,200
Japan	725	-	-	16,969	0	17,694
Korea	216	-	-	10,610	0	10,826
Malaysia	(138)	-	-	0	0	(138)
Mexico	864	-	-	0	71	935
Pakistan	12	-	-	0	0	12
United Kingdom	301	-	-	0	0	301
West Germany	(25)	-	-	0	0	(25)
TOTAL NON-AG:	1,955	-	-	33,779	71	35,805
TOTAL EXPORTS:	**584,917**	**83,822**	**242,386**	**71,374**	**23,673**	**1,006,172**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987	OCT-DEC 1986	MINE SITE	OFFSITE	1987	1986	1987	OCT-DEC 1986
MURIATE								
Special Standard	70,888	88,368	11,303	34,587	45,890	30,791	83,109	102,739
Standard	559,826	510,923	183,441	254,306	437,747	405,484	495,211	463,422
Chemical	12,376	14,480	2,200	4,054	6,254	4,030	17,668	15,104
Coarse	620,545	583,706	72,113	240,084	312,197	506,042	537,048	500,671
Granular	685,314	627,749	127,853	234,557	362,410	511,951	582,886	585,599
Soluble	133,944	198,445	22,213	64,601	86,814	235,496	173,548	124,339
TOTAL:	2,082,893	2,023,671	419,123	832,189	1,251,312	1,693,794	1,889,470	1,791,874

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		OCTOBER-DECEMBER	
	1987	OCT-DEC 1986	1987	OCT-DEC 1986	1987	OCT-DEC 1986	1987	OCT-DEC 1986	1987	1986
MURIATE										
Special Std.	74	14	87,715	85,387	-	-	-	-	87,789	85,401
Standard	48,510	37,375	463,403	427,260	33,270	31,858	1	1	545,184	496,494
Chemical	-	-	-	-	17,185	20,619	1,000	593	18,185	21,212
Coarse	521,182	465,697	74,374	64,767	-	-	-	-	595,556	530,464
Granular	332,862	376,705	198,753	115,465	-	-	-	-	531,615	492,170
Soluble	66,587	65,442	33,731	30,180	26,936	27,116	33,779	20,984	161,033	143,722
TOTAL:	969,215	945,233	857,976	723,059	77,391	79,593	34,780	21,578	1,939,362	1,769,463

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER - DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	6,144	6,956	50,995	0	64,095
Brazil	10,438	24,542	86,714	0	121,694
Chile	10,685	0	0	0	10,685
China	169,508	0	0	0	169,508
Columbia	8,069	14,280	0	0	22,349
Costa Rica	3,413	0	0	0	3,413
Denmark	23,889	0	1,653	0	25,542
Guatemala	0	0	3,515	0	3,515
Holland	3,490	0	12,511	0	16,001
India	15,381	0	0	0	15,381
Indonesia	24,570	0	0	0	24,570
Jamaica	0	1,775	0	0	1,775
Japan	43,195	26,821	31,689	33,731	135,436
Korea	103,967	0	0	0	103,967
Malaysia	39,827	0	0	0	39,827
New Zealand	10,077	0	0	0	10,077
Norway	15,939	0	0	0	15,939
Philippines	9,180	0	0	0	9,180
South Africa	4,828	0	0	0	4,828
Spain	0	0	4,428	0	4,428
Sri Lanka	9,036	0	0	0	9,036
Switzerland	29,256	0	7,248	0	36,504
Taiwan	10,226	0	0	0	10,226
TOTAL AG:	551,118	74,374	198,753	33,731	857,976
NON-AGRICULTURAL					
Italy	0	-	-	6,200	6,200
Japan	725	-	-	16,969	17,694
Korea	126	-	-	10,610	10,736
Malaysia	(138)	-	-	0	(138)
Pakistan	12	-	-	0	12
United Kingdom	301	-	-	0	301
West Germany	(25)	-	-	0	(25)
TOTAL NON-AG:	1,001	-	-	33,779	34,780
TOTAL EXPORTS:	**552,119**	**74,374**	**198,753**	**67,510**	**892,756**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

OCTOBER -DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,447	1,447
Brazil	1,338	6,360	17,461	0	557	25,716
Columbia	3,304	0	3,564	0	2,016	8,884
Costa Rica	2,593	0	1,256	0	612	4,461
Dom. Republic	0	0	7,109	55	150	7,314
Guyana	668	0	867	0	0	1,535
Honduras	0	0	598	0	1	599
Japan	6,701	3,088	0	3,809	5,306	18,904
Malaysia	0	0	0	0	2,425	2,425
Martinique	0	0	2,645	0	0	2,645
Mexico	14,377	0	46	0	156	14,579
New Zealand	12	0	0	0	49	61
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	929	0	0	929
Peru	2,521	0	0	0	0	2,521
Puerto Rico	330	0	0	0	11	341
Saudi Arabia	0	0	0	0	2,605	2,605
Switzerland	0	0	2,128	0	0	2,128
Venezuela	0	0	7,030	0	0	7,030
TOTAL AG:	31,844	9,448	43,633	3,864	23,602	112,391
NON-AGRICULTURAL						
Korea	90	-	-	0	0	90
Mexico	864	-	-	0	71	935
TOTAL NON-AG:	954	-	-	0	71	1,025
TOTAL EXPORTS:	**32,798**	**9,448**	**43,633**	**3,864**	**23,673**	**113,416**

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

CALENDAR 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,604	1,344	0	0	1,801	4,749
Australia	10,098	34,599	139,220	0	5,331	189,248
Bangladesh	63,255	0	0	0	0	63,255
Bolivia	0	0	2,005	0	0	2,005
Brazil	88,123	145,571	391,877	0	1,284	626,855
Chile	40,297	673	0	0	10,627	51,597
China	617,463	0	0	0	17,541	635,004
Columbia	27,206	35,499	6,007	0	4,259	72,971
Costa Rica	23,536	0	8,689	0	5,449	37,674
Denmark	74,699	0	1,653	0	0	76,352
Dom. Republic	0	0	26,964	55	883	27,902
Ecuador	5,304	1,389	2,876	0	812	10,381
France	0	0	16,044	0	0	16,044
Guatemala	6,834	0	5,516	0	784	13,134
Guyana	668	0	867	0	0	1,535
Holland	35,849	0	108,880	0	0	144,729
Honduras	0	0	2,335	0	2	2,337
India	87,545	0	0	8,494	0	96,039
Indonesia	217,861	0	0	0	0	217,861
Italy	0	0	0	0	4	4
Jamaica	0	3,591	4,529	0	0	8,120
Japan	200,838	103,225	73,107	100,870	33,195	511,235
Korea	322,444	0	0	4,484	21	326,949
Malaysia	245,663	3,385	17,646	0	2,425	269,119
Martinique	0	0	2,645	0	763	3,408
Mexico	45,874	0	14,707	0	654	61,235
New Zealand	50,565	1,718	0	693	130	53,106
Norway	26,076	0	0	0	0	26,076
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	2,410	0	160	2,570
Peru	20,513	0	0	0	606	21,119
Philippines	39,386	0	0	0	0	39,386
Puerto Rico	330	0	0	0	473	803
Saudi Arabia	0	0	0	0	2,605	2,605
South Africa	8,018	0	15,239	0	0	23,257
Spain	0	0	4,428	0	727	5,155
Sri Lanka	33,528	0	3,988	0	0	37,516
Switzerland	108,267	3,685	24,941	0	0	136,893
Taiwan	54,040	0	0	1,179	0	55,219
Thailand	0	0	0	0	3,003	3,003
Venezuela	0	0	14,621	0	0	14,621
West Germany	0	0	16	0	0	16
TOTAL AG	2,455,884	334,679	891,210	115,775	101,806	3,899,354
NON-AGRICULTURAL						
Italy	0	-	-	25,027	0	25,027
Japan	5,778	-	-	54,408	0	60,186
Korea	1,156	-	-	18,238	0	19,394
Mexico	3,842	-	-	0	156	3,998
Pakistan	12	-	-	0	0	12
Puerto Rico	3	-	-	0	0	3
Sweden	278	-	-	0	0	278
Switzerland	0	-	-	2,912	0	2,912
United Kingdom	751	-	-	0	0	751
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG	15,154	-	-	100,585	156	115,895
TOTAL EXPORTS	2,471,038	334,679	891,210	216,360	101,962	4,015,249

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1987 OCT-DEC	1986	MINE SITE	OFFSITE	1987	1986	1987 OCT-DEC	1986
MURIATE								
Standard	126,747	129,289	48,424	59	48,483	161,658	129,187	103,916
Chemical	3,880	5,764	1,130	-	1,130	4,825	3,992	2,818
Coarse	45,403	26,278	3,535	-	3,535	18,607	48,587	30,312
Granular	169,102	129,861	61,994	2,543	64,537	143,065	144,362	82,654
Soluble	17,841	1,848	1,343	-	1,343	1,132	17,357	5,947
Sulphates	60,329	53,025	27,773	13,381	41,154	77,458	67,581	62,191
TOTAL:	423,302	346,065	144,199	15,983	160,182	406,745	411,066	287,838

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		OCTOBER-DECEMBER	
	1987 OCT-DEC	1986	1987 OCT-DEC	1986	1987 OCT-DEC	1986	1987 OCT-DEC	1986	1987	1986
MURIATE										
Standard	54,485	20,516	31,844	51,166	38,263	26,561	364	1,078	124,956	99,321
Chemical	-	201	-	-	5,583	1,758	590	-	6,173	1,959
Coarse	39,435	23,635	9,448	10,287	-	-	-	-	48,883	33,922
Granular	103,412	39,432	43,633	68,125	-	-	-	-	147,045	107,557
Soluble	10,693	2,909	3,864	2,913	3,073	2,350	-	72	17,630	8,244
Sulphates	39,473	29,220	23,602	22,562	2,339	2,753	71	-	65,485	54,535
TOTAL:	247,498	115,913	112,391	155,053	49,258	33,422	1,025	1,150	410,172	305,538

Note: Exports are listed on reverse.